



Regional Sales Manager

Do you want to work for a company that helps build clean, healthy indoor air environments? BGE is looking for a strong sales leader with a positive personality to work in the role of **Regional Sales Manager**. Our ideal candidate for this role will encompass and live our core values of: **Together We Are Better, Striving For Excellence, and Be the Experts**.

This position is responsible for providing management to the sales team. By relying on their extensive experience, the Regional Sales Manager will lead a team of sales professionals that spans 3-4 different Western Canadian cities and will be accountable for the success and growth of the sales program by monitoring sales and coaching the team, as well as implementing new and innovative approaches and processes to drive sales more effectively. **The position can be located in Edmonton, Calgary, or Vancouver, with travel required to BGE's other Western Canadian locations.**

The Company:

BGE provides services and products to organizations that care about clean air. Through its focus on strong customer relationships and an integrated service and product offering, BGE delivers industry knowledge and advisory support, enabling organizations to build and maintain clean, healthy indoor air environments.

Responsibilities:

- Establish sales objectives by forecasting and developing annual sales quotas
- Project expected sales volume and profit
- Develop, maintain and execute a territory plan
- Implement sales program by developing field sales action plans
- Maintain sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators and competitors
- Manage, develop, coach and motivate the sales team to develop their skill to ensure that a high professional standard is achieved and sales targets are met
- Ensure targets are delivered through people management, performance review, reward and individual recognition
- Assess the strengths and weaknesses of the sales team and manage the sales program accordingly
- Provide on-the-ground support for sales associates as they generate leads and close new deals
- Meet regularly with key customers to confirm BGE is meeting and exceeding expectations, discuss evolving needs and help improve overall customer experience
- Deliver effective customer relationship and customer service programs to ensure a high level of customer satisfaction and retention



- Develop and implement new sales initiatives, strategies and programs
- Work with BGE's marketing team to plan and execute effective marketing & business development programs that support your sales team and strengthen our brand
- Understand and monitor the local business environment in your markets (competition, regulatory, business trends) and use that intelligence to adapt marketing and sales strategies
- Provide expertise, leadership and guidance to resolve any customer or internal issues quickly and effectively
- Work with other managers and team leads to deliver products and services that meet and exceed our customers' expectations
- Maintain positive relationships and a strong team environment
- Maintain a safe & healthy work environment by establishing, following, and enforcing safe standards and procedures
- Build relationships, create RFPs and negotiate agreements with service providers and contractors

Qualifications:

- Minimum 5 years of sales management experience
- Superior leadership, business acumen and financial skills
- Proven ability to coach and motivate others
- Outstanding communication and interpersonal skills
- Strong organizational and problem-solving skills, effective conflict resolution and time management skills
- Able to travel on a regular basis
- Must possess a valid class 5 driver's license and clean driver's abstract

Please submit your resume and cover letter to careers@bgecleanair.com and reference the job title and location when you apply.

BGE hires on the basis of merit and is committed to employment equity. We encourage all qualified persons to apply.

We would like to thank all applicants for their interest in this position; however, only those selected for interviews will be contacted.